

Stretching the Public Dollar with Surplus Properties Blair Oaks R-II School District Jefferson City, Missouri

During these tough economic times, schools throughout the country are challenged with finding innovative methods to stretch dollars in the most efficient way possible. In our situation, the challenge resulted in great opportunity. Despite the passage of a \$5.9 million general obligation bond issue in April 2007, the Blair Oaks R-II School District, located just south of Missouri's capital city, needed to find such methods to address the site development, construction, equipping, and furnishing of a new middle school. Through the use of the Missouri State Agency for Surplus Property (MOSASP), Blair Oaks was able to save an estimated \$200,000 to \$250,000 through the purchasing of surplus property.



In June 2007, the school construction project was bid with a base and ten alternates. The project had an aggressive timeline with an extremely tight budget. The District was confident that the base bid and some of the alternates could be completed within the original budget. If the District was going to complete additional alternates, cost saving measures would need to be found. For this, the District turned to the MOSASP. On January 12, 2009, the Blair Oaks R-II School District opened Blair Oaks Middle School. This new addition to the Blair Oaks campus is home to 274 students in grades 5-8. The need for the facility resulted from explosive enrollment growth in the District. Based on percentage growth, the Blair Oaks R-II School District ranked second among the fastest growing K-12 school districts in Missouri from the 2003-2004 school year to the 2007-2008 school year. Blair Oaks Middle School has become a major source of pride in our community. Every mention of satisfaction in the project from a member of our community has only reinforced the significant impact the use of state and federal surplus property had on the finished product. To truly understand the impact of MOSASP, it is important to examine how and where the savings were able to occur. You can find multiple locations in a school to use surplus property to support the overall mission. We found uses in nearly every area of the new building, from the principal's office to the library and everywhere in between.



The library and media center are a focal point of the new building. Surplus purchases proved to be a valuable asset to the library. The library needed to be equipped with enough seating for at least 50 students. Original quotes for new chairs for the library were \$125 per chair. Through the use of surplus properties, we were able to purchase 70 used chairs with near the same specifications for a total of \$700. The price for the same quantity of new chairs would have been \$8,750. The purchase of surplus saved the District \$8,050 for library chairs.



We were able to find multiple ways to utilize surplus properties in the cafeteria and kitchen. When reviewing the specifications for the kitchen and cafeteria, we immediately observed some savings that could be gained through surplus. The specifications called for stainless steel wire shelving in the kitchen storage room, kitchen, and walk-in refrigerator. We were able to purchase an equal from surplus property. Each shelving unit was purchased for \$50. We purchased 20 units for \$1,000. The immediate savings from the bid price was \$22,000. We were also able to use the shelving in other areas throughout the school.

We estimated a savings of \$8,750 for the other areas. In the cafeteria, we also added a stainless steel salad bar for \$100. Every core education classroom contains several items purchased from Surplus Property. We were able to purchase 50 chairs for teachers in their classrooms for \$500. We estimated the cost for new teacher chairs to be \$7,500. The purchase of surplus chairs saved the District \$7,000. Periodically, we purchase a few quality office chairs from surplus, leave them in the hallway, send an e-mail to all staff members that they are available, and within minutes they are gone.

(Continued)



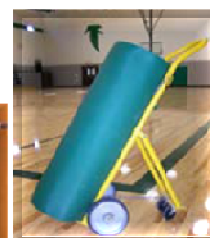
Another classroom addition was book shelving. We were able to purchase 30 two-shelf metal bookcases in mint condition for \$25 per unit. Catalog prices for equal units were priced at \$250 per unit. The District saved \$6,750 with the purchase of the bookshelves from surplus. Other bookshelves, file cabinets, teacher desks, and podiums were also purchased from surplus. Multiple shelving units can be found around the building. We estimated a savings of nearly \$1,000 per unit on some of the larger shelving units.

The art and music rooms were positively impacted by the purchase of surplus. Every student workstation in the art room was purchased from surplus property. The District purchased 30 tables for the price of two new tables of equal quality and style. We must admit that not all were in mint condition. We were able to make 20 quality tables from the lot of 30. We did need to discard a few, but 20 tables for the price of two is a purchase we would gladly make. Twenty new tables were estimated to cost approximately \$8,000. We were able to obtain 20 at a cost of \$90. The purchase of surplus tables saved \$7,910.



Our maintenance and custodial personnel found numerous ways to utilize surplus properties to support the services they provide. We were able to purchase utility carts, buffers, shampooers, floor coverings, and miscellaneous supplies at considerable savings. The purchase of surplus equipment and supplies saved an estimated \$6,500. The entire administrative area in the new school is filled with surplus property. Almost all the furniture (desk, chairs, table, lamp, and bookshelves) in the principal's office was purchased from Surplus Property. The total purchase price for the items was under \$200.

The wooden desk alone was priced new at over \$1,200. The secretaries sit on chairs purchased from surplus, file records in fire proof cabinets purchased from surplus, and print on paper purchased from surplus. Every piece of furniture in the conference room was purchased from surplus. All the tables and chairs were once in the surplus warehouse. The nurse and counselor did not miss out either. Their desks, chairs, and shelves came from surplus.



These are but a few of the advantages the Blair Oaks R-II School District found through the purchase of surplus property. When it came to the middle school building specifically, we were able to add an elevator, additional casework, and a parking lot. The inclusion of the elevator has proved to be a great addition for increased accessibility for those in need. Casework in every classroom was added to the building. The parking lots create additional public access to our entire campus. In retrospect, we do not know how we would have handled the additional traffic flow without the addition.

When it came to the furnishings and equipment for the building, we were able to provide the building with twice the furniture at a quarter of the cost. Obviously, not all of the furnishings could be regarded as being in perfect condition, but we by no means feel like we have settled with the purchase of surplus properties. Our new building is a beautiful educational facility. It would not be what it is without the services rendered from the Missouri State Agency for Surplus Property. We hope to continue to seek the advantages that are available through this tremendous resource.



Internet Café Open thanks to Missouri State Agency for Surplus Property



In July of 2007 the Daviess County Multi-Purpose Senior Center, Inc. in Gallatin, MO received a grant from the Northwest Missouri Area Agency on Aging. The grant's intent is to help seniors and their families with issues that revolve around being a senior – Social Security, Medicare, Long Term Care, etc. One of the grant requirements was to build an Internet Café for use by seniors and their families. We purchased a cubicle, office chairs, accent chairs and surge protectors from the Missouri State Agency for Surplus Property. Of course, these items were all purchased at

Missouri State Agency for Surplus Property for extremely reduced costs verses purchasing retail. The office chairs alone are very good quality and look brand new. Each chair has five levers which can adjust the arms, back, seat and height to the most comfortable fit for the internet client.

The one-person cubicle was re-designed to make three internet café work stations. Each work station also utilized surge protectors purchased at Missouri State Agency for Surplus Property.

We have placed accent chairs in the Internet Café area for additional seating. The office chairs and accent chairs were purchased at Missouri State Agency for Surplus Property for \$10 each. By purchasing all these items at Missouri State Agency for Surplus Property, we are better able stretch the grant money to help more senior citizens.





**OPERATION
FOOD
SEARCH**

During the terrible storms and resultant power outages throughout the St. Louis region during the summer of 2006, the Missouri State Agency for Surplus Property made a tremendous difference to our agency and the people we serve.

200 of our 300 partner agencies had experienced prolonged power outages and had to discard all their perishable food. Their clients also lost what little perishable food they had in their houses.

When power was returned Operation Food Search tried to collect as much food as possible to replenish our agencies' supplies. We were in a situation where we needed to distribute twice the amount of food we normally provide to them.

The Missouri State Agency for Surplus Property provided several trailer-loads of food to assist during this difficult period. Under normal circumstances, Operation Food Search distributes 1.5 million pounds of food each month to our network of emergency food pantries, shelters, senior centers and soup kitchens. These agencies in turn distribute this food to more than 100,000 people each month. Because of the food crisis during the summer of 2006, this number substantially increased because more people were in need of help because of the wide-spread losses caused by the power outage.

We are very grateful to the Missouri State Agency for Surplus Property who stepped in and provided trailers full of food for people in need. It made a dramatic difference in the lives of thousands of people in the St. Louis area.

Sunny L. Schaefer
Executive Director
Operation Food Search

**PWSD #3, Howell County – Keeping the Power!
Willow Springs, MO**

(Story and photos provided by the General Manager of PWSD #3, John Sullivan)

As reported in the December 26, 2007 issue of the Howell County News “rural residents in the Ozarks are aware of the problems with utility service interruption during bad weather. The vulnerability to the unpredictable and uncontrollable forces of nature requires planning for the emergencies the area encounters from time to time. Howell County Rural Water District #3 had reached a significant milestone in its efforts to ensure its customers will have a dependable source of water even in time of severe weather.”

At the District’s new well site north of Willow Springs, an alternative power source was recently placed into service. The generator for this project was purchased from the Missouri State Agency for Surplus Property for a mere \$4,000.



Keeping the water flowing is very important as this district serves an area of about 185 square miles of Howell County. They have more than 600 active services, providing water to an estimated population of more than 1,800 people.

Board President, Pat Dunivan, stated “By doing this project in house, we will have saved over 60 percent of the costs compared to outsourcing the project.”

This project was deemed a success by the District due in no small part to the availability of the generator

from the Missouri State Agency for Surplus Property. By using our services, the district was able to save 75% of the cost of the generator.

LETTER OF SUCCESS: DENT COUNTY AND MOSASP

Dent County Developmental Disabilities Salem, Missouri



"I just wanted to send you pictures of our success story with your agency. Our board was badly in need of extra office space, but was currently unable to afford to add on to our existing building. We needed a quick-fix to add one office space. We purchased a FEMA trailer from you in December of 2007. I have attached pictures of it all set up and in

use. We set it next to our existing building, had it underpinned and had water and electric lines installed. We removed most of the interior furnishings - just left the bathroom and kitchen sink area.



We also added a handicapped ramp with a small porch. I am currently using it for my office until we are able to build new offices, which will be in the next 5 years. It has worked out great - for a pretty small cost. I now have privacy to do my work, but it is also handicapped accessible, which is important for my agency. The cost for the trailer was only \$3,000.00, and we spent approximately that much more to have it underpinned and build a ramp.

I can't thank your agency enough for the opportunities you've provided us with. We have bought many things there over the years, and have always found your employees to be exceptionally friendly and helpful".



Sandra Hogan, Administrator
Dent County Developmental
Disabilities
Salem, Missouri 65560

**Battlefield Fire Protection Dist
Battlefield, MO**

Battlefield Fire Protection District acquired this 1987 Ford deicer truck from the Missouri State Agency for Surplus Property at a very affordable service charge of \$3,500.00. Since the purchase in March of 2007, the truck has assisted all four stations of the District with many tasks: *replacing bulbs on the parking lots, trimming trees, painting buildings and much more.* Jerry Sparkman, Fire Chief, reported that the District is very proud of the truck

and would not have been able to afford this type of apparatus without the assistance of the Missouri State Agency for Surplus Property.



Painting



Tree trimming

The District planned funds in their 2008 budget to repaint the unit. Mr. Sparkman commented

that painting would cost more than what they had to spend to purchase the truck, since it was so reasonably priced.

With four stations, this truck is used on a regular basis, providing the personnel with safer working conditions at such heights.



Before Rehab



After Rehab

Pictures provided by Jerry Sparkman,
Battlefield Fire Protection District

SURPLUS - RECYCLING AT ITS BEST

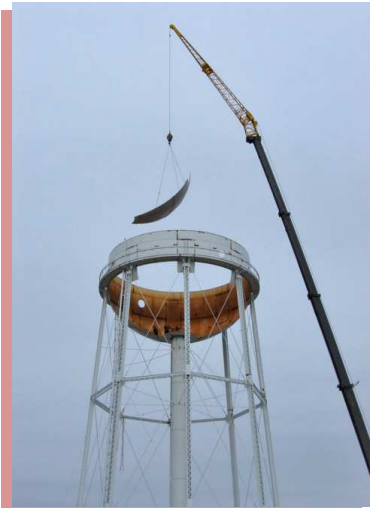
Mentioned in a press release on Tuesday, November 20, 2007:
Gov. Blunt Signs Kansas City Climate Protection Partnership

“Blunt has also implemented several small changes that have had a big environmental impact. For example, an old water tower that would have otherwise been trash was sold to be reused in a local community, saving waste space, deconstruction costs and recycling a valuable resource”.

In 2005, the State of Missouri determined they no longer had a need for the 500,000 gallon water tower that had served the Missouri State Prison since the 1930s. The Division of Facilities Management estimated it would cost \$40,000 to have the tower removed with the scrap residue bringing in about \$4,000. So they turned to the Missouri State Agency for Surplus Property (MOSASP) for assistance. MOSASP regularly deals with Public Water Supply Districts around the State, so we sent out information to see if there was any interest in the water tower.



BEFORE DISMANTLING



DISMANTLING PROCESS

Fortunately, in the rapidly growing area of Branson, Stone County's new Water District #2, was in the final stages of obtaining approval to erect a new 250,000 gallon tower. So they were very interested in the State's tower. Amazingly, it was only going to cost them an additional \$23,000 to have this tower dismantled and reassembled on site, painted, sanitized, and hooked into the distribution system compared to the much smaller one they were planning to build. Another amazing fact is that by reutilizing this water tower, the District will have a 12 year warranty on the

welds instead of one year, which comes with a new tower.

As of November 2006, the tower was online servicing approximately 300 homes & businesses. Recycling this tank definitely benefited both the State of Missouri and the Stone County Water District. The Missouri State Agency is truly an agency that promotes recycling.



REASSEMBLED IN
STONE COUNTY

After photo provided by: Krehbeil Engineering

MOSASP TRAVEL TRAILERS AT WORK FOR THE SAFETY OF MISSOURIANS

Christian County Ozark, MO

Missouri State Agency for Surplus Property (MOSASP) obtained FEMA travel trailers in 2007. Missouri donees acquiring the travel trailers include Cities, Counties, Fire Districts and State Agencies.

In April, Christian County in Ozark, Missouri obtained this 2006 R-Vision trailer, which was in like new condition. The trailer was obtained for use as a mobile command center for their Local Emergency Planning Committee.

By purchasing this trailer through the MOSASP program, the County was able to save thousands of dollars. They were able to acquire the trailer from the program for only \$3,500.00, yet it is valued well over four times that amount.



The county added lettering and logos to the exterior of the trailer. In the interior, they created a radio/communications area by removing the existing table and couch and replacing them with a long command table and the communication equipment, i.e. radios, network, TV, cameras and printer/fax. A 50' extendable antenna is also being attached.



BEFORE



AFTER

A conference area was formed in the bedroom by moving the couch from the living room and adding a dry erase board and a table.

A majority of the travel trailers obtained by Missouri donees are being used for emergency purposes similar to this. Others are being used by County Health departments as mobile health clinics.

MOSASP also acquired mobile homes which are being used for a variety of purposes including classrooms, offices, and temporary housing.



SURPLUS PROPERTY MAKES CENTS ¢

Moniteau County California Missouri

Moniteau County acquired this 885 Case tractor from the Missouri State Agency for Surplus Property for a mere \$5,000. Keith McBroom of the



Road & Bridge Department reported that they replaced the hydraulic pump, PTO shaft/bearing, and applied a new coat of paint for approximately \$1,200.

The tractor is used in a variety of tasks including handling a 15 foot brush hog (acquired from Surplus Property for \$2,200) and operating a rock picker which keeps roads clear of 2" or larger rocks.

On the open market it would have cost the County approximately \$12,000 to obtain this tractor. Utilizing the Surplus Program saved the County a

total of \$5,800 on this one item. This quality piece of equipment should be a definite asset to the County for many years to come. (Picture provided by Moniteau County)

University of Missouri Columbia Missouri

The University of Missouri, Columbia acquired a Cummins engine to assemble on a portable pumping unit. This engine was acquired from the Missouri State Agency for Surplus Property for **\$1,500** along with a radiator for another **\$200**. A new Berkeley pump was purchased on the



common market for \$3,500. With labor costs estimated at \$1,200, the University has invested a total of only **\$6,400** for the complete unit.

Per John Pehlmann at the University's South Farm, "this pumping unit is set up to keep the animal waste lagoons in compliance, i.e. below the level of 1' freeboard. It will pump the lagoon

water and will either be injected into the soil or surface irrigated onto standing crops (corn, hay, pasture). 10 years of service is reasonably anticipated from this equipment, but will likely run it 20 years. A new unit, of smaller size, cost \$10,000 ten years ago, so an estimate of a new pump unit of this capacity would cost between \$17,000 and \$25,000 today."

The University has proven once again that using surplus property can definitely save on any budget, as in this case up to **a whopping \$18,000 worth of savings!** (Picture provided by UMC)

College of the Ozarks Point Lookout Missouri

September 2006, the College of the Ozarks, Maintenance Crew, acquired an Eagle Bobtail Chevrolet aircraft tug **for only \$750** from Missouri State Agency for Surplus Property. The Crew extended the frame by 18" and the



back portion of the tug by 30".

Completing this work in-house during the Crew's down time made it a perfect student training project.

The modifications were made so a salt spreader could be added to the tug. Later, a plow was also attached to this piece of equipment;

which converted the tug into a winter wonder!! The College was able to begin using it during the heavy snow and ice storms this past winter. To obtain a vehicle as heavy duty and durable as this tug on the common market would cost approximately **\$20,000**. This single purchase from **MOSASP saved the College thousands.** (Pictures provided by Ron Sooter)



Jefferson City Parks Department

Jefferson City, Parks Department electrician, David Brunk, provided information on how the **City saved \$21,179.80** on installation upgrades to security lighting at local ball fields. Acquiring items at the Missouri State Agency for Surplus Property was a big factor in this amazing cost reduction. Mr. Brunk gathered prices from local suppliers on hazardous location light fixtures and 1000-watt sports security lights with ballasts:

<u>MOSASP:</u>			<u>Local Suppliers:</u>		
Hazardous light	20 fixtures =	\$ 500.00	Hazardous light	20 fixtures =	\$ 17,120.80
Sports light w/ballast	32 fixtures =	\$ 493.00	Sports light w/ballast	32 fixtures =	\$ 5,052.00
	Total	\$ 993.00		Total	\$ 22,172.80

The 1000-watt lights with ballasts were a perfect match to the equipment that needed to be replaced due to aging. The City also has plans to install the hazardous fixtures in a modern spray paint booth, thus increasing their savings. This booth is used to paint the vehicles used in various departments.